



Nationwide®
is on your side

Your farm's future is in good hands

Introducing the Land As Your Legacy® team

As a farmer or rancher, you've devoted your life to the land and built a legacy you can pass along to your family. Nationwide shares your passion.

We planted our roots in 1926 as the Farm Bureau Mutual Insurance Company to provide lower auto insurance rates to Ohio farmers. Since then, we've grown into one of the largest mutual companies in the world. Nationwide Agribusiness is the leading insurer of farms and ranches in the U.S., and we sponsor numerous co-ops and farm bureaus. Our history is based in agriculture and today our board of directors includes a significant number of farmers.

We understand your unique needs so we created the Land As Your Legacy program, designed to help you develop an estate transition plan using the guidance of a trusted advisor. A Land As Your Legacy advisor will focus on what's most important— your family, your legacy.

About
97%
of U.S. farms are operated
by families¹

Only
11%
of them have transition plans
in place²

**Without a plan in place, the state you live in will decide
how your farm will be distributed.**

The Land As Your Legacy team partners with your advisor to help plan a promising future for your family and draws on the legacy planning experience of Nationwide's Advanced Consulting Group. This group consists of JDs, CPAs and other highly trained professionals who have a history of working with farmers to better understand their planning needs.

A combination of financial industry leaders, educators, lawyers, tax planners and estate planning specialists work together to offer you the solutions you need to protect your land and legacy.

Let's meet the Nationwide Land As Your Legacy Team



Don Schreiber

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Desiree Buckner

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Contact your Land As Your Legacy advisor or email the Nationwide Land As Your Legacy team at LAYL@nationwide.com



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¹ Fast Facts About Agriculture, "The Voice of Agriculture", American Farm Bureau Federation* – online resource: <http://www.fb.org/index.php/index.php?action=newsroom.fastfacts>

² "Keeping farm in family requires strategy," Larry Copeland, *USA TODAY*, July 9, 2012.

• Not a deposit • Not FDIC or NCUSIF insured • Not guaranteed by the institution • Not insured by any federal government agency • May lose value

All guarantees and benefits of the insurance policy are subject to the claims-paying ability of the issuing insurance company.

Life insurance is issued by Nationwide Life Insurance Company or Nationwide Life and Annuity Insurance Company, Columbus, Ohio.

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